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THE TEAM OWNERS REVIEW.



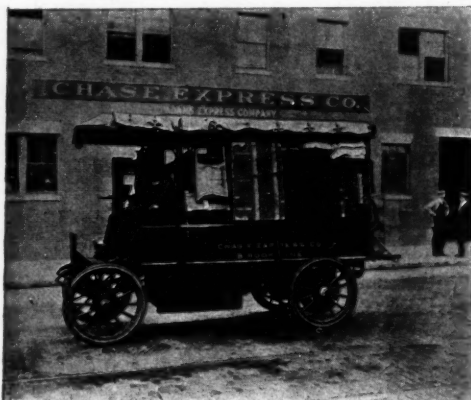
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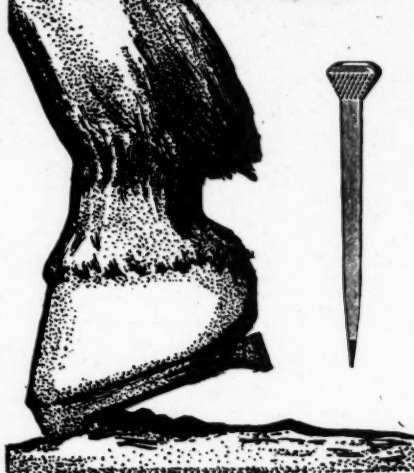
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This is the nail which Horse Owners are looking for—the nail that stands the strain,

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Nails which cannot be depended on under the severest tests of actual service cost Horse Owners much in time and labor—to say nothing of the annoyance which results from needless trips to the blacksmith's shop.

Owners of large numbers of horses are growing very particular to have "Capewell" nails used in shoeing. No service is too severe for nails of this brand.

Remember! The nail with the check mark on the head.

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## The Capewell Horse Nail Co.

HARTFORD, CONN., U. S. A.

Largest Makers of Horse Nails in the World.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

# THE TEAM OWNERS REVIEW

A MONTHLY JOURNAL PUBLISHED IN THE INTEREST OF THE TEAM OWNER AND MOTOR TRUCK OWNER  
OF THE UNITED STATES AND CANADA.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA. MAY, 1912

No. 5

## THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF  
THE NATIONAL TEAM OWNERS ASSOCIATION  
AND  
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH  
AT

705 RENSCHAW BUILDING,  
PITTSBURGH, PA.

BY  
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICHS.....PRESIDENT-EDITOR.  
S. ZINSMEISTER.....SECRETARY.  
W. D. QUIMBY..NEW ENGLAND REPRESENTATIVE.  
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

### TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.

To Foreign Countries, \$1.50 per year.

If you wish your address changed, be sure to give the old as well as the new address.

### ADVERTISING.

Card of rates sent promptly on application.

Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

### CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month.

Write on one side of the paper only.

Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,  
PITTSBURGH, PA.

### The National Team Owners' Association.

#### Officers:

Isaac Goldberg, New York City.....President  
W. H. Fay, Cleveland, Ohio....1st Vice President  
Chas. J. McDermott, Phila., Pa., 2nd Vice President  
W. J. McDevitt, Cincinnati, Ohio.....Treasurer  
Frank F. Tirre, St. Louis, Mo.....Secretary

### American Transfermen's Association.

#### Officers:

J. C. Howell, Chattanooga, Tenn.....President  
J. M. Dunn, Richmond, Va.....1st Vice President  
W. J. Daunt, Bay City, Mich....2nd Vice President  
Jesse O. Wells, Des Moines, Ia. 3rd Vice President

## OFFICIAL NOTICE.

Owing to unexpected circumstances which have made it imperative to change the date of holding our National Convention this year, all Team Owners Associations are hereby notified, that the same will take place on Monday, June 24, Tuesday, June 25 and Wednesday, June 26, 1912, at the Hollenden Hotel, Cleveland, Ohio.

By order of the Board of Directors,  
Isaac Goldberg, President.

In a recent issue of the Team Drivers Magazine, Daniel J. Tobin, the president of the International Brotherhood of Teamsters, says: "We have repeatedly made the statement that whenever strike breakers are brought to a city, that the employers responsible for such a condition commit the greatest crime imaginable on the community." Honor bright, now, Brother Dan, don't you think you are somewhat trifling with the truth when you assert that the employers are responsible for

that condition? Is it not true, that if those who control the unions, were to strive for an amicable adjustment of differences between the employers and the strikers, without inciting the latter to mob, murder and bloodshed, the requisition of strike breakers would be superfluous?

\*\*\*

G. M. Harrill, Jr., of Harrill's Transfer and Storage Co., Knoxville, Tenn., believes in organization and he is endeavoring to get the team own-



ers in his city to come together to form an association. There are not a great many draymen in Knoxville and it should be a matter of comparative ease to accomplish this feat. There cannot be any question, that every team owner must realize the advantages of co-operation, once they are properly presented to him, and he understands them.

\*\*\*

In the death of W. A. Brown, the American Transfermen's Association has suffered an almost irreparable loss. It was he who founded the association. It was he, who since that time, has been constantly its friend, guide, adviser and servant, and that the association has become a great success is the highest tribute to his memory. It will now remain for the association to establish it as a permanent memorial to its departed founder by making its success even greater than Mr. Brown dreamed of. Gentlemen, you have our best wishes and the assurance of our willing support.

\*\*\*

Just as we are going to press information reaches us that the ordinance compelling the team owners of Grand Rapids, Mich., to make every day a report to the chief of police of the number of moving jobs they had in hand, has been defeated. Of course, it was a foregone conclusion that this would be the result, because such an ordinance, apart from its incontinent absurdity, has been pronounced unconstitutional, whenever and wherever an attempt has been made to have it become a law. Even the courts of Michigan had already passed upon it when the city council of Detroit endeavored to put it through. The same fate was dealt out to a similar ordinance in Indianapolis, Ind., and elsewhere. Every team owner as well as every fair-minded and unbiased business man must admit that a law of that kind would be ridiculous. However, there is a lesson in this case for every team owner. Eternal vigilance is the price of liberty. If the Team Owners Association of Grand Rapids were not always on the watch, this ordinance would have been jammed through council before they had become aware of it. And once placed upon the statute book of local ordinances the team owners would

have been obliged to obey it, or else fight it in the courts. True enough we know what the result would have been. But nobody likes to go to law, especially against the municipal government of the city in which he resides. Because even if you win a victory, the fruits of that victory may be made bitter for you.

So you see that it pays for team owners to be organized, and it pays to stand together for their mutual advantage and protection.

That is what the team owners of Grand Rapids and of all other cities, where organizations are, do, and the results are certainly gratifying.

### PRAISE WELL DESERVED.

EDITOR THE TEAM OWNERS REVIEW:

Will you kindly give me, through the medium of your journal, the opportunity of stating that I have been considerably gratified, during my administration as president of the National Team Owners Association with the energetic co-operation, support and assistance which has been given me by the directors and officers of our organization. We all know that the office of the president of a body like ours is not a sinecure, if he means to make a success and achieve progress. But on the other hand, it makes no difference how hard the president may work, how assiduously he may devote himself to his labor, unless he has the goodwill, the assistance, the co-operation, and the heartiest sympathy of his co-workers in office, his work cannot hope to meet the success which his efforts would warrant. It may be that in this respect I have been singularly fortunate, but be that as it may, I cannot let this opportunity go by of giving public utterance to my sincere appreciation for what our directors and officers have done in promoting the success of our organization, and I feel that the entire organization will be equally gratified with myself at the achievements which have been realized during the last year by our united efforts.

ISAAC GOLDBERG,  
President National Team Owners Association.

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**THE OFFICIAL CONVENTION CALL**

The National Team Owners' Association is hereby called to assemble in convention in accordance with Article IV., Section 1, Page 9, of the By-Laws, in compliance with the action of our previous convention.

The convention will be held this year at the Hollenden Hotel, in the City of Cleveland, State of Ohio, the fourth Monday of June, 1912, the same being the 24th day thereof, at 11:00 o'clock A. M. of said day, for the purpose of considering and transacting such business as may be presented to the convention.

Each Local Association will therefore be governed by Article IV., Section 3, which specifies that they shall elect in the month of April a delegate for each twenty-five members or fraction thereof. At the same time, in accordance with Article IV., Section 5, an alternate shall be elected corresponding to each delegate to act in the place of the regular delegate in case of failure on part of said regular delegate to attend.

The names of such delegates and alternates elected shall be sent to the National Secretary within five days after their election.

Attention is hereby called to Article IV., Section 4, whereby individual members of any city where no local exists, shall be entitled to one vote.

Article IV., Section 10, provides how vacancies shall be filled.

Special attention is called to the changing of date for the convention to be held this year, as you have already been notified, that an emergency has arisen, and the Board of Directors having been advised of same, immediately affixed the date of June 24th, 1912.

ISAAC GOLDBERG, President.

**LOCAL SECRETARIES AND BOARD MEMBERS.**

Dear Sirs: As the time of our next Convention at Cleveland on June 24-25-26, 1912, is fast approaching, and in order that success might be assured at this Convention, which can only be done by adhering to the wishes of our various members in different parts of the States, therefore, I wish you would appoint some one of your members to prepare a paper on any subject that you feel will be interesting and educational and deliver same at the Convention; notify the President and Secretary of same in order that we may make the proper arrangements on the program.

I trust that each City or Local will respond with an article that will do justice to the Local presenting same and be beneficial to our National Association.

If you have not yet sent in a revised list of our membership to the Secretary, do so at once, as he cannot be held accountable should there be any omissions, and, as we anticipate going to press about May 1st, this should receive your prompt attention.

I desire to call the special attention of the Board Members to the necessity of their securing new Local Associations. Give this your prompt attention so as to be able to favor the convention with a good report from your locality.

Trusting this will find all of our Associations prospering and enjoying an increase in membership, with kindest regards, I beg to remain,

Very truly yours,

NATIONAL TEAM OWNERS ASSOCIATION,  
ISAAC GOLDBERG, President.

**WHAT THE NATIONAL SECRETARY SAYS.**

"There is very little to report from the various Local Associations other than they are beginning to make preparations for the Convention in June, and some of the cities are coming forward with their general liberality in advertisements in the Directory, characteristic to their loyalty and standing in the teaming world of which you are no doubt aware the boys from New York excel, with Cincinnati, Kansas City and St. Louis trailing behind, although we are still anticipating excellent returns from our old Quaker Town, made famous in this particular trade by our former president and congenial friend, Hugh Moore; also have the assurance that our good friends Cameron, Babcock and Co. from Minneapolis will be heard from and all together we feel that our efforts will be crowned with fair success."

FRANK F. TIRRE, Secretary.

**ON THE JOB.**

Advices have reached this office to the effect that a bill has been favorably reported in Washington which makes it a misdemeanor in the future for any person or persons to traffic in future dealings. This refers particularly to grain products, etc. It is to be hoped that this measure will pass, because it will go a long way towards reducing the cost of feeding horses.

In this connection it should not be overlooked that in the consideration and final enactment of this bill, the National Team Owners Association is deserving of much credit, in view of the fact that a committee of that organization has done some earnest and energetic work in bringing this matter first to the attention of the committee in Washington, and pointed out its importance.

**OFFERS A SPECIAL PRIZE.**

President W. O. Stillman of New York City, of the American Humane Association, has offered a special prize to anyone who will offer a practical solution to slippery pavement cruelty.

**LICENSE FOR HORSESHOERS.**

There is much more reason why a man should pass an examination in order to become a horseshoer than that he should pass one to become either a doctor, a dentist, a lawyer or a preacher.

Why? Because human beings can speak for themselves; horses can't. If a human can complain; he can tell others about it; he can complain; he can tell others about it; he can give so much publicity to the injury that the quack may be deprived of the greater part of his business; if he is being badly hurt he can yell, and if he has a strong body and a proper brain, he can punish the rascal doctor of dentistry or of medicine within an inch of his life. And the quack lawyer—well, a man is to be pitied if he has to employ a lawyer at all, but being obliged to do it, he has a remedy something like that of the victim of the doctor.

But the victim of the quack horseshoer cannot speak; he can make no protest; he can only suffer in silence and agony, while the shoeing butcher is performing his fell work, and when his unfeeling master is prolonging his agony thereafter.

By all means let us have a license board for horseshoers. If there is any reason under the sun why human beings need protection from quacks, the reason is far more intense in the case of the most patient and noble servant of man—a servant which cannot speak for himself.

Such a law providing for the license of horseshoers would have been on the statute books of every State in the Union long ago were it not for the fact that a horse cannot speak while inhuman man can, and for the additional fact that dollars are often considered of more importance than animal flesh and blood—or human flesh and blood also, for that matter.—*Blacksmith and Wheelwright.*

It is of just as much importance and benefit to the team owner of this country to be a subscriber to THE TEAM OWNERS REVIEW as it is to supply his horses with hay and to pay wages to his drivers. And it is only one dollar a year.

**BOSTON WORK HORSE PARADE.**

The Boston Work-Horse Parade Association has announced that the annual Memorial Day Parade this year will be larger than ever before. This is the pioneer association in this country and the Boston Parade has served as a model for the numerous parades that are now held throughout the United States and also in Toronto and Halifax.

By way of rewarding the poor owners of horses as well as the rich ones and in order to encourage the good treatment of horses a preference is given throughout the parade to old horses. The older the horse the higher he is graded provided that his condition is good. There is also a special class for old horses, that is for horses that have been used by the same person or concern for ten years or more. Last year the number of horses in this class was seventy-five, and it was divided into five or six divisions according to the age of the horses. Numerous prizes of gold and silver medals, horse blankets and sums of money were awarded.

There is also a prize for the driver with the longest term of service with one employer, and medals for all whose term of service exceeds twenty years. Other special prizes are awarded in the Huckster, Barrel rack and the local express class, the idea being to encourage as much as possible good treatment in occupations where horses are apt to receive ill treatment. At the first Boston Parade, held in 1903, only two or three hucksters, and a very small number of local expressmen, appeared, whereas in the parade of 1911 there were 59 hucksters and 61 local expressmen.

**RESUMING NAVIGATION.**

The Patten Line of the New York and Long Branch Steamboat Company resumed navigation on April 1. The boats leave New York City, West Thirty-fifth street, North River, at 8:45 A. M. and the Battery near South Ferry at 9:20 A. M. They leave Long Branch, Sea Bright and Highlands every afternoon.

**NEW ASSOCIATIONS FORMED.**

THE TEAM OWNERS REVIEW is in receipt of a communication from W. H. Fay of Cleveland, O., first vice-president of the National Team Owners Association, in which he states, that he has been successful in the formation of team owners associations, both in Canton and Niles, O. It is expected that these organizations will be represented at the National Convention in Cleveland next June.

It may be interesting to note that the state of Ohio has perhaps more team owners associations than any other commonwealth in the Union. There are Cincinnati, Cleveland, Youngstown, Toledo, Columbus, which with Canton and Niles added makes seven.

**CHARD IS NOW A COMPOSER.**

Mr. Adolph Chard, the well known member of the Commission Team Owners Association of Chicago, with whose poetical ability all of the readers of THE TEAM OWNERS REVIEW are familiar, will be interested to know that Mr. Chard has added fresh laurels to his crown. He has recently written a song entitled, "Good Bye, May God Bless You," and he has also composed the music for it. THE TEAM OWNERS REVIEW gratefully acknowledges the receipt of a copy thereof.

**HEAVY FINE FOR SHORT WEIGHT.**

The Columbia Fuel Company, of Chicago, was fined \$175 and costs last month for selling short weight coal to the county. Action was brought against the fuel company at the instance of the county commissioner on seven counts, who said that the coal was ordered for the relief of poor persons, and that 1,000 pounds was the amount of the order in each case, while it was shown that the amount delivered was a little less.

James J. Kelly, who runs the business, said in defense, that he had been too busy to weigh the coal.—*The Retail Coalman.*

THE TEAM OWNERS REVIEW deprecates price cutting, cut-throat competition.

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**THE HORSE AND THE GASOLINE TRUCK.**

A Buffalo jobbing house has taken the following comparative figures for operating a horse-drawn vehicle and a gasoline motor truck, which are submitted to our readers to study.

These figures refer particularly to the delivery trade, and the matter is published by this paper in its desire to give its readers all the information obtainable on a subject which is of the utmost interest to every team owner.

The following figures and facts are taken from actual test by experience and have been proven in the delivery business:

**COMPARISON OF DELIVERY EXPENSE.****HORSE DELIVERY.**

Driver .....	\$50.00
Boy .....	20.00
Feed for 2 horses.....	24.00
Wagon repairs .....	5.00
Veterinary services, \$12.00 per year...	1.00
Barn rent .....	4.00
Depreciation and loss on 2 horses	
\$48.00 per year .....	4.00
Repairs to harness.....	1.50
Sundries .....	1.50
Liability and fire insurance.....	4.00
Depreciation on 1 wagon, per month..	2.00
Interest on \$800 at 6%, per month...	4.00
<b>Total .....</b>	<b>\$125.00</b>

**AUTO DELIVERY.**

Gasoline—5 miles per gallon or 12 miles per 60 gal. for 26 working days, 312 gallons at 12½c.....	\$39.00
Oil, 26 gallons per month at 30c.....	7.80
Operator, per month .....	75.00
Boy, per month .....	20.00
Rent .....	5.00
Tires, 60 miles per day, 310 days per year, 18,600 miles with good luck, 2 set might do at \$300 per set \$600, or per month .....	50.00
Paints and repairs.....	40.00
Sundries .....	5.00
Liability and fire insurance.....	15.00
Interest on \$2500 at 6%, per month...	12.50
Depreciation 33⅓% or \$833 per year, per month .....	69.50
<b>Total .....</b>	<b>\$338.80</b>

Applying the above figures to the working capacity of both delivery wagon and automobile to determine the *actual cost* of delivery as below. We assume that both automobile and wagon are worked to their capacity to show the comparisons exactly. The expense ratio for less work for auto and wagon would be in the same proportion.

In order to operate an auto delivery as cheap as a horse-drawn vehicle it would have to do the work of three horse-drawn vehicles as the cost is three times as great.

We will assume that it can do the work of two horses and wagons with an average daily mileage of 69 miles, and 200 stops at 1½ minutes per stop or 300 minutes or 5 hours to travel 60 miles or 1 mile per hour. This would be impossible on account of the number of stops. However, we will assume this could be done, let us see what the cost per stop would be, 200 stops per day for 26 working days would be 5,200 stops, for \$338.80 or 6½ cents per stop, or about 30% more than horse-drawn vehicles.

100 stops at 1½ minutes per stop makes 150 minutes or 2½ hours. This leaves 7½ hours to travel 30 miles or an average of 4 miles per hour, which is perfectly feasible.

Now if one horse-drawn vehicle will make 100 stops per day, in 26 working days per month it will make 2,600 stops or 4 8/10 cents per stop.

**GOING TO MOVE.**

If any of our subscribers do not get their paper promptly delivered to them, we shall be glad if they will immediately advise this office to that effect. Our mailing department is as efficient as it can be, and a copy is mailed regularly without fail. But it sometimes happens, that the subscriber has changed his address without notifying us of such a change, and in that case it is not fair to blame us if the paper does not reach him. If you are going to move and contemplate a change in your address, please notify us at once.

The better the care that is given horses, the easier they can be kept in good condition with moderate feeding.

### AMONG THE ASSOCIATIONS

#### *Grand Rapids, Mich.*

There are few team owners associations in this country whose members are more wide-awake to their own interests, and not many who are more energetic in pushing their cases, when they need it, than the Team Owners Association of Grand Rapids, Mich. This Team Owners Association has also a secretary, who is not a mere figurehead, but who believes in blowing the horn for his association on all occasions. This secretary is E. M. Radcliffe, who makes it a point of keeping THE TEAM OWNERS REVIEW posted on everything that is going on about the teaming trade in Grand Rapids. We wish that every secretary would emulate Mr. Radcliffe's worthy example. Incidentally it might also be remarked, that it is such methods as he adopts that count and bring success.

In Grand Rapids there seem to be always things doing, and apparently there exists in that town a well organized element of politicians, who are antagonistic to the team owners and their interests. Almost every now and again something is sprung on the unsuspecting team owner, to make him wonder and take notice. But the association appears to be alive and nothing escapes its Argus eyes, and what is more the members do not seem to be afraid to stand up and make a fight for their rights.

Here is one of the latest:

They are trying to pass an ordinance in Grand Rapids compelling the furniture mover, the hauler of trunks and other personal belongings, to file each day with the chief of police a list of the moving and hauling jobs of that character, which a team owner may have. Naturally the team owners objected and when the ordinance came up, they endeavored to have it killed, but they succeeded in having it laid on the table. Mr. Radcliffe, the secretary, addressed the following letter to the alderman, who fathered the ordinance:

As secretary of the Team Owners Association of Grand Rapids, the writer has been instructed to file a protest against the new ordinance you propose as outlined in enclosed clipping, regarding every transfer man filing a list of all the moving and truck jobs he does during the day, with the chief of police, to save landlords and merchants from people who are in the habit of moving from place to place, many times to avoid payment of debts, for the following reasons:

1. In many cases even the best drivers often neglect anything but prompt service and the money.

2. It would take an extra clerk or two to comply with what you seek to enforce, which (in our judgment) is no more right than for every merchant being put to this same annoyance and expense.

3. We are reasonably sure that you do not know that the Commercial Credit Company makes a specialty of just that business and get all the transfer companies' household goods removals, compile them carefully, and give the information to any merchants who call upon payment of the slight fee they charge, and nine-tenths of the merchants, doctors, etc., are subscribers of the C. C. C., who as stated, make a specialty of the very thing you are trying to enact.

4. The ones benefited by this extra work and annoyance should of course be the ones to *pay for it*, in our judgment, and while we fully realize that your motives are of the best, the conditions mentioned will exist "as long as the world goes round," and the ordinance could not become effective with the hundreds of street rigs there are doing business like mushrooms most of the time.

While writing to this paper, Mr. Radcliffe says:

"Last night the team owners appeared in a body before a committee and endeavored to have the ordinance side-tracked, but it was laid on the table and as considerable discussion arose about the same ordinance being passed or pending in Detroit, Lansing, Jackson, etc., we write you to see if such is the case in your city, and

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trust you will give this your immediate attention, as we have another fight on our hands, you understand.

Late yesterday afternoon we understood it had failed to pass in Detroit, among other objections, because it was illegal, which is our view of the case, and any information whatever along these lines that will assist us, will greatly oblige."

The association is also endeavoring to induce the management of the Michigan Central Railroad to instal an electric derrick at the freight house for handling heavy loads, machinery, etc., and the prospects for success are good.

It also seems that the roadway to the freight house of the Pere Marquette Railway is in such a deplorable condition that team owners hauling any kind of load are liable to get "stuck," losing time and endangering their equipment. This measure is expected to be satisfactorily arranged shortly.

All of this goes to prove, that team owners when organized can do much to improve conditions and help their business, if they will go at it right.

#### **Philadelphia, Pa.**

Business among the team owners in Philadelphia has been very good, and all our members appear to be very happy. It is a very gratifying condition with us now, that the new city administration seems to be very well disposed towards our association. All our committees, who have had occasion to get into contact with the different city officials regarding traffic regulations report that they have been treated with the utmost consideration. During the recent winter they have also considered us when it came to the matter of removing snow and sprinkling the wood block streets with cinders. We are also pleased to report, that we have had very good results with the officials of the different railroads in the matter of obtaining favorable reforms at the freight stations.

At our meeting last Thursday, April 18, we nominated candidates for delegates to the next National Convention, which will be held

in Cleveland in June. We are going to send six delegates, and besides we expect to send a very large number of guests and visitors from Philadelphia.

It may interest our friends to know, that we have about completed the plans for our annual banquet, which will be held next month.

The present officers of our association are John Sheahan, Jr., president; Charles Farrell, vice president; Theodore Gabrylowitz, financial secretary; P. Cosgrove, recording secretary, and W. Riddle, sergeant at arms.

As many of the team owners throughout the country, who read THE TEAM OWNERS REVIEW, are acquainted with our Mr. McDermott, who was our president last year, they will no doubt be interested to know that upon his retirement from office, the members of our association presented him with a diamond ring, as a token of their appreciation and regards.

#### **St. Louis, Mo.**

At our last regular monthly meeting the following gentlemen were elected to represent our association at the National Team Owners Convention to be held at Cleveland, Ohio:

Delegates—Messrs. Farwell Walton, Hupp Tevis, Carl Kaufmann.

Alternates—Messrs. Edw. Weber, Robert F. Mitchell, B. Pagenkemper.

Mr. Hy. Sobel, residence 2947 Dayton St., was placed upon our Roster as a member of the St. Louis Team Owners Association.

A. J. KUEPFERT, Secretary.

#### **San Francisco, Cal.**

Something novel in the way of entertainment and good fellowship between employers and employes took place recently among the draying interests in this city, when the firm of Emmons Draying & Safe Moving Co. turned their auto trucks and touring cars over to their employes and friends, with whom they do business each working day, for an excursion to Half Moon Bay.

The trip was arranged and gotten up by the manager, Mr. W. F. McLeod, and his asso-



ciates, to better the feeling between drivers and employes of the different houses for which they dray, and was a success in every way.

Leaving the stables of the company at Eleventh and Bryant streets at 7.45 A. M. they took a large three-ton Kelly truck, two Federal one-ton trucks and three Ford machines to carry the seventy-two who were in the party.

The trip was made by way of San Mateo in three and one-half hours; the slow time being on account of the hills. Dinner was served at a resort on the beach and games and other pastimes were indulged in until leaving time, which was at 4.30. They all arrived in San Francisco the same day, at 7.30, all well and bubbling over with good nature.

It speaks well for autos, which run every day in course of business to make a mountainous trip of this kind and return in such good condition. Speedometers registered 74 miles. An enjoyable day was spent by all.

### 72,000 HORSES IN NEW YORK CITY.

That the horse has not been entirely superseded by the motor car is shown in a statement just issued by the New York Women's League for Animals, in connection with the announcement of their sixth annual work horse parade, set for May 30. There are, it seems, still as many as 72,000 horses in New York, and below Fourteenth street the traffic is made up very largely of horse-drawn vehicles. Mrs. James Speyer, president of the League, says there have already been received a number of entries for the parade, which has for its object the bettering of the condition of the draught animals. Prizes are offered for the best-conditioned horses and for the most humane drivers.

The stylishness of the rigs counts for nothing; it is just the manner in which Dobbin is treated which the League considers. The League has just returned to their owners half a dozen horses which had broken down and had been treated by the women's organization at Mountain Rest Farm. These horses, com-

pletely restored to health, will be delivered to their owners, ready for more work. At the League's free dispensary last month seventy-three horses were given treatment in the open air outside the building. Long before another work horse parade comes around, it is expected that the animal hospital will be housing patients. The site has been selected.

### HAY \$30 A TON.

Prices of timothy hay are still climbing and a new high record within the history of the Pittsburgh Flour and Grain Exchange, was made last month. For the first time since the organization of the local exchange in 1832, timothy hay sold in open call at \$30 a ton. B. McCracken & Son, were the sellers and Geidel & Dickson buyers.

Superintendent O. A. Alexander has compiled a list of high and low prices during the 30 years of the existence of the exchange, which shows the low price on timothy hay was reached in August, 1898, when sales were made on call at \$8 a ton. Yesterday the top figure of \$30 was recorded.

Shelled corn touched bottom figures at 24 cents, in December, 1896, and the high mark was recorded at 85½ cents. The low point on ear corn was 26 cents in 1896; in 1910, 86 cents a bushel was the highest point touched.

Capt. James A. Henderson recalled transactions of the firm of Fairman & Henderson, in 1870, the year of the drought, when hay in large bales, sold on the Monongahela wharf to dealers at \$60 a ton.

Horses used for any purpose will do much better clipped. There is no longer any doubt as to this. They need less grain, or rather they will do better on the same rations if relieved of the heavy winter coat with the approach of spring.

THE TEAM OWNERS REVIEW has been the means of establishing business relations and friendship among team owners from Maine to California, from the Gulf to Canada.

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**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

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### Obituary

✠ W. A. BROWN. ✠

Founder of American Transfermen's Association.

It is safe to assert, that there is not a railroad transfer agent or baggage transfer company in this country which did not know W.A. Brown of St. Joseph, Mo., the secretary of The American Transfermen's Association. Mr. Brown was in a measure the life and soul of that organization from the time it came into existence in Buffalo, ten years ago. This is said without any disparagement of anyone else, and we believe, that the members of the association will endorse this statement.

Mr. Brown is no more. Although still of an age of the most vigorous and energetic manhood he died and there are thousands that mourn his loss. Many will grieve for him because he was a true, steadfast, loyal friend. Others, because he was a genial, wholesouled, cordial companion and acquaintance, while The American Transferman's Association and its many members, to whom he was all of this, will also feel his loss keenly, for the services he rendered them so willingly, so joyfully, so good humoredly and so disinterestedly. As an evidence of the overwhelming sadness which the death of Mr. Brown has occasioned in the association, the following expression from J. C. Howell, the president, voices the sentiment of that body clearly and completely:

Chattanooga, Tenn., April 3, 1912.

To the Members of the American  
Transfermen's Association:

One of the most vivid and convincing evidences of the uncertainty of life is brought before us in the death of our beloved brother and secretary, Mr. W. A. Brown of St. Joseph, Mo.

In his zealous desire for the betterment, welfare and progression of the Transfer business, he conceived and founded the Association of which we are members, and the continuation, protection and extension of which was his most earnest wish in life. Untiring in his efforts, always advancing new ideas, fulfilling his promises, his advice was most valuable, and our Association has been deprived of

a loved and most valuable member, and he will be sadly missed in our councils and in our hearts.

With reverent submission to His holy will, and with bowed heads and mournful memories we present to his family our deepest and sincerest sympathy in this dark hour of their bereavement.

Yours very truly,

J. C. HOWELL,

President.

✠ THOMAS J. SHERRY ✠

Thomas J. Sherry died at his home, 7305 Mt. Vernon street, Pittsburgh, Pa., on Wednesday, April 10, 1912. Mr. Sherry was born in Manchester, England, in 1864. He came to Pittsburgh with his parents in 1865, where his father engaged in the teaming and transfer business. Mr. Sherry was married to Margaret Shields in 1887. He engaged in the tea and coffee business in Braddock, Pa., from 1888 to 1895. After his father retired, he bought his business and conducted it as T. J. Sherry Transfer until 1908, when the Sherry Transfer Company was founded, of which he was president at the time of his death. He was active in politics, a life long member of the Democratic party. His widow and 10 children survive.

✠

The death of Mr. John B. Burggraf, formerly general manager of the Manhattan Storage and Warehouse Company of New York City, occurred at his home No. 167 East 79th street, New York, March 23, 1912. Mr. Burggraf was aged 60 years, and a native of New York City. He is survived by a widow and daughter.

✠

Announcement has been received of the death of Mr. Joseph N. Oliver, president of the Memphis Cold Storage Company, Memphis, Tenn., which occurred on Tuesday, March 19, 1912.

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Every team owner in this country should be a subscriber to THE TEAM OWNERS REVIEW.

**WESTERN CLASSIFICATION No. 51.**

Chairman W. H. Gibson of the Committee on Railroads and Steamships of the American Warehousemen's Association, has received the following letter from Mr. F. L. Bateman of Chicago, as an expression of the views of Western members, so far as it relates to the collection of advanced charges. As this letter is of interest to warehousemen and transfermen generally, *THE REVIEW* prints it from the last issue of the Warehousemen's Bulletin.

"We beg to direct the attention of your committee to Western Classification No. 51, originally intended to be effective February 15, 1912, but suspended for 120 days under order of the Interstate Commerce Commission.

"Page 15 of this publication, Rule 33 reads:

"No charges of any description will be advanced to shippers, owners, consignees or agents thereof; nor to draymen, warehousemen for shippers, owners, consignees or agents thereof.

"It has been the practice of warehousemen throughout numerous sections of the United States to stamp the amount of their advance charges on bills of lading covering reconsignments and such amounts have been collected by the Railroad Company upon delivery of traffic, being advanced in turn to the warehouse and Transfer Company appearing on the bill of lading as consignor.

"This process has been used largely as a means of collecting freight and cartage charges on the distribution of carload lots. The introduction of Rule 33 will now require that all reconsigned traffic be billed 'to order' notify, and the expensive and time losing process in handling bills of lading against consignees through bank for collection must be resorted to. In many cases customers of Warehouse and Transfer Companies will object to delays and troublesome detail required by the latter process, and on the whole the change proposed by the Railroads will work a great hardship and expense to the Warehouse and Transfer Companies of the American Warehousemen's Association.

"At a recent sitting of the Interstate Commerce Commission in Chicago, conducted by Chief Examiner Brown, it was stated by the

Chief Examiner that the Commission held the process of advancing charges to shippers or shippers' agents was illegal.

"Any attempt, therefore, to secure a renewal of old conditions governing the collection of advance charges would be of no avail.

"We therefore submit to your Committee that the Interstate Commerce Commission be petitioned to authorize the Railroad and Steamship carriers to advance charges of any description to Warehouse and Transfer Companies, shippers, owners, consignees or agents thereof and charge a nominal collection fee for the service rendered. This collection fee would not be impractical if based on approximate current rates of exchange charged by the bank for handling collections of this description.

"If consistent and agreeable, we respectfully suggest that your Committee frame such a petition to the Interstate Commerce Commission urging that carriers be given authority to publish a tariff covering the collection of all charges for account of shippers for a consideration, which advance charge shall be carried on the billing collectible from consignees on delivery of goods."

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**HORSE INHERITS \$100,000**

The filing of the will of the late Susan L. Munroe, of Fall River, Mass., reveals the fact that she has left a fortune estimated to amount to \$100,000 to her faithful mare Daisy, who served her for 20 years and more. The estate is to be held for the animal's benefit by a trustee and the income used for her comfortable maintenance and support.

Provision has also been made for the attendance of a veterinary and when the mare passes away to the equine heaven the fortune is to be divided among Miss Munroe's relatives.

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A subscriber to *THE TEAM OWNERS REVIEW* not long ago said, that in one issue he read an article that saved him \$15.00 a month on his feed bill. This means, that he saved \$180.00 a year, and the paper for a whole year cost him only *one dollar*.



**ANNUAL HORSE IMPORTATION.**

"Fully \$16,000,000 are annually paid out for horses brought into New York State from the West for farm use," is the startling statement made by Commissioner Huson of the Department of Agriculture in a report to Governor Dix of New York. Commissioner Huson holds that this stock might equally well be raised at home and the New York State farmers have the benefit. The facts were brought out in reply to a request for information made by the governor when the point was recently raised that the breeding of horses was seriously affected by the existing stringent anti-racing law. The commissioner further says that horse breeding never has received the attention it deserves from the farmers and that the State has done little to stimulate this great and profitable industry. The demand for horses greatly exceeds the supply and at least 80,000 are sold to farmers each year at an average cost of \$200 each. An expensive equipment is not necessary, the report holds, as a few horses of the highest and most profitable type are now produced on small farms. Commissioner Huson believes that New York State farmers should raise all the horses they use and promises to investigate the whole subject thoroughly for their benefit.

**THE FIRST OMNIBUS.**

Londoners are expected soon to see the last horse omnibus. The first horse omnibus was seen in the neighborhood of Nantes in 1826, and ran to facilitate access to a bathing establishment which a Mr. Baudry had set up in the outskirts of that town.

"The name of these vehicles," Mr. Baudry said, "shall be omnibus—that is to say, 'open to all.'" The venture was so successful that a limited company was formed to inaugurate a similar enterprise in Paris. The Parisian experiment was at first a failure, but after its originator had manifested disappointment by drowning himself in the Canal Saint Martin, others reaped a rich harvest from his ideas.

**WANTED A FEED BAG.**

Almost every other week or so some inventive genius comes out and proclaims that he has at last succeeded in devising the only satisfactory, successful contrivance that will enable the team driver to feed his teams on the street in an ideal manner. In other words, he has invented the only perfect "Feed Bag." But after the driver has given the thing a trial, his experience is the same as before, the feed bag is no better than the thousands of its predecessors. The fact of the matter seems to be there really has not yet been anything developed which will successfully put the old fashioned "nose bag" out of business. Now, the nose bag, in our opinion, is a devilish contrivance. It is injurious to the horse's health and it is wasteful; but it is cheap, and there you are. It is the cost which appeals to the team owner, and hence we believe that the inventor, who is trying to get up a feed bag which is to cope successfully with the nose bag, wants to pay the greatest attention to its cost. If he can get the price down anywhere near the cost of the old fashioned arrangement, he will get the business. Who has a feed bag like that?

**All You Claim.**

Wakeman, Ohio, Box 5, R. F. D. No. 2,  
Dec. 15, 1911.

Dr. B. J. Kendall Co.

Dear Sirs:—Will you please send me two copies of your Treatise on the Horse. I wish one for myself and one for my father as a Christmas present. I have used your remedies and they are all you claim them to be.

Yours truly,  
WALTER BARNES.

The advantages of organization are every month demonstrated in the pages of THE TEAM OWNERS REVIEW. Are you a subscriber? Is your team owner friend? If not, why not?

**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

**CARING FOR YOUR TEAM.**

The American Humane Association of Albany, N. Y., makes the following suggestions about taking care of stables and horses, which it may be well to consider, as they are likely to save team owners much expense and preserve their stock:

Men bring the horses in at night cool and breathing easily.

Legs well rubbed if wet or muddy, or if the horses are tired.

Head, ears and neck well rubbed, if wet from rain or sweat.

Horses sponged under collar and saddle, and same to fit properly.

Horses well brushed if dry, and not left in draught if wet.

Feet washed and examined for nails and stones.

Eyes, nose and dock sponged in summer.

In very hot weather, horses wiped all over with a wet sponge on coming in.

Horses given a little water, but not much, on coming in warm.

No grain fed for at least an hour.

Horses watered when cool, then hayed, watered again and grained. (In any case, watered twice after coming in at night).

Plenty of bedding, and horses bedded down all day Sunday.

Hay and grain of the best quality.

A bran mash Saturday night; cool in summer, hot in winter.

Hayloft kept clean and free from dust, cobwebs or must.

Harness, especially collars, kept clean, well oiled and flexible.

Wide smooth stalls and plenty of ventilation.

Horses tied long, so that they can lie with heads on the floor.

Plenty of fresh air, but no draughts. Good light.

No fumes from manure pit and drains clear and clean.

Stalls not boarded up, but grating in the upper part.

Drying room for wet blankets, and dry warm blankets used for horses if wet and cold.

Stable quiet at night and on Sundays.

Horses cleaned Sunday morning and food changed as necessary.

Slatted outside doors for hot weather.

Stable foreman good tempered, and not a drinking man.

Most important of all—Horses handled gently, neither struck, nor yelled nor sworn at.

A veterinarian called promptly if horse is sick and recovery not left to chance or quack medicines.

**OVERFEEDING WITH HAY DANGEROUS.**

Too much hay fed to the work horse is an injury and often lessens his working efficiency, according to the Oregon Experiment Station. Every time a horse inflates his lungs the stomach is displaced, and if this organ is kept full of bulky food, extra work is imposed on the respiratory system. Heaves, colic and other forms of indigestion are often due to this cause. There is also a waste that should be conserved.

A horse weighing 1,000 pounds will do more work and keep in better health on 15 pounds of hay daily than on 20 pounds. Feed him 10 pounds at night and five pounds in the morning, and he will perform more labor with greater ease than he would if hay were kept before him all the time.

A horse weighing 1,500 to 1,800 pounds does not need more than 20 pounds of hay a day, and the rest of his nutriment should be grain. The 100 members of the Experiment League of Oregon are to test the efficiency of a system of feeding suggested by the State Department of Animal Husbandry.—*National Harness Review*.

THE TEAM OWNERS REVIEW has been the most active organizer of team owners associations in this country. If you believe in organization you should subscribe for this paper; it is only \$1.00 a year.

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**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

**TRAFFIC PROBLEMS.**

Paper read by Mr Robert Lyle, Govan, at the Annual Meeting of the National Union of Horse and Vehicle Owners of England.

I may preface my remarks by stating that I shall refer principally to matters connected with the heavy carting work in which I am daily engaged. Although some of the points may be specially applicable to the large area of Glasgow and District, I trust that in the discussion which may follow we will have experiences peculiar to other districts. As I understand it, this is one of the most important benefits of our National Union of Horse Owners, that we can compare notes, in reference to the various problems we have to deal with, and by united action seek to find solutions not only satisfactory to ourselves but profitable and useful in securing more tolerable conditions for our work, and in maintaining our position in face of motor and other competition.

In connection with traffic of all kinds, but more especially with heavy traffic, we may say that problems exist from beginning to end. No business, perhaps, is so constantly and continually harassing and worrying, but the new and ever increasing competition with which we are meeting can only be successfully opposed by systematic and enlightened methods to maintain efficiency in every direction and with an ever watchful regard to serve our customers satisfactorily, and with the utmost economy. It is a stupid position to refuse to recognize that mechanical traction may reasonably supplant some of the work which has formerly been undertaken by horses. Who is there to-day but would cover himself with ridicule were he to give vent to some of those fiery diatribes of days when the introduction of machinery which has created such revolutions was a novelty, and viewed from the narrow groove of displacement of human labor.

At the same time it cannot be too strongly insisted on that we shall only be able to secure our position and resist the inroads of motors, etc., in our legitimate sphere, by a recognition of the value of united effort on the

part of all horse owners, and combination of all interests in securing fair play on the streets and fair treatment from corporations and other large bodies which do not appear to understand the importance of the work we do for the communities.

In the late South African War we all know the valuable and timely aid rendered in critical situations by the handy men of our Navy, and I venture to suggest that the men employed in the carrying trade are the handy men of commerce, and our customers are more dependent for the smooth and regular handling of our enormous traffic, and facilities offered by our trade, than they perhaps understand or care to admit.

In discussions that take place amongst members of our trade from time to time. I think you will admit that something like this crops up: One member accuses another of cutting rates; another finds that he is losing work through insisting on conditions which he deems to be desirable and necessary for carrying out his work, and so on we go complaining and finding fault. Such is the jealousy that appears to exist (and I don't think this is confined to any one quarter or district) that we are afraid to trust each other, and the benefits of a united and enlightened organization are thrown away. But until we have learned as honorable men to trust each other, and subject our purely personal interests to the higher interest of the whole, we cannot expect to be treated by customers, corporations, etc., with that respect and consideration that I think is due to us for the valuable and important operations we carry on in the interest of the community.

Our corporations and councils have not yet realized, and require considerable education yet to understand that anything which hinders and hampers the traffic on our streets is a tax on the community, and is in restraint of trade.

THE TEAM OWNERS REVIEW stands for the principle of co-operation and mutual protection. You should subscribe for it.

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**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**



The converse is equally true that whatever makes for greater facility for traffic, better roads, suitably paved, and well lighted, will result in increased trade and cheaper rates for cartage.

A typical instance in Glasgow illustrates the point. Glasgow is not so badly placed in the matter of alternative routes on both sides of the river Clyde, but there is a burning question in the matter of congestion to secure better cross river communication for the docks traffic. The well regulated and fully equipped service of cars through the city concentrates and brings about serious congestion at Glasgow's well known Jamaica Bridge and street, and much discussion and attention has been devoted to find a solution from the tramway point of view. But an equally serious state of congestion exists further down the river in connection with the dock traffic. At this point there exists what is known as the Harbor Tunnel. There are hoists by which vehicles are lowered, and raised at each end, and the traffic proceeds under the bed of the river. Parliamentary powers were granted to a private company which spent about £300,000 in constructing the tunnel, but after a number of years' working the company shut it up as it would not pay expenses.

Presently the congestion is accentuated by the fact that Govan Ferry is off, being adapted for a high level ferry, and the members of our Association have been agitating so that the corporation might take over and work the tunnel, as it could be got into working order without delay. But so far we have been unable to persuade the Corporation, usually considered to be a most enlightened body, to see that the congestion that is taking place is really working out not only to our detriment, which they would hardly consider, but to the incalculable loss to the citizens whose traffic is thus impeded and handicapped.

Another problem, which is seriously acute with us at the present moment, is detention at railway stations and at the docks. Regarding the Scotch railways I may say that, by arrangements amongst themselves, many of the staff handling traffic have been dispensed with, and facilities in various directions withdrawn.

The result has been to bring about unwarrantable and harassing delays for both outward, and inward traffic, and individuals can obtain no redress or satisfaction. This, at a time when these same railway companies are seeking to enforce new charges for demurrage to wagons, and in many cases this is brought about by the above referred to economies over which we have no control, and often is entirely due to the irregular and irritating working of the railway traffic.

But the situation of the docks at Glasgow to-day is even more serious and costly to us. The position with the dock laborers is getting so acute that many are predicting civil war, and a combination of what is known as Clyde Transport Workers, consisting of horsemen, laborers, seamen, cooks, stewards, butchers, cranemen and firemen has just been formed. No responsibility, even where heavy traffic is ordered to be alongside at particular times, is accepted by shipping companies; in endeavoring to secure redress from customers much friction and irritation often arises.

Here, again, a united body might be able to secure greater facilities to handle traffic more quickly by improved methods, say overhead electric cranes, etc., while the individual is powerless and unheeded in making representations to dock authorities and shippers.

The problem of the direct competition of motors in ordinary work is often referred to, but is not always understood. The Lord Mayor of Manchester referred to this, and pointed out that motors might be more economically employed for long distances where the time spent in loading was practically eliminated. We in Glasgow district have not so much to fear in this direction, as our railways so fully serve the surrounding manufacturing districts that a large traffic has never been performed by horses. But it is quite evident that our railway companies may in the near future be faced with the competition of motors for heavy traffic, say up to a distance of 50 miles from large towns, as shipments could thus be delivered at docks same day, instead of the following, and often after the lapse of several days, as obtains at present from the railway service. In short distance

traffic I think it is still possible to maintain our position against motors.

Three points, always appeal to me to support this contention, first, our rates have been reduced to such a low point that it would be impossible to make motors pay, and thus the argument one often hears is exploded that motors will cheapen our haulage. Second, our large works, generally speaking, have not been constructed with roads and entrances suitable for motors. A case in point occurred to me lately. A customer phoned me asking a rate for cartage of timber to East End of City. I quoted him the usual rate—a very moderate rate, and was met with the reply that we were too high, and motors would run us off the roads. As the gentleman in question posed as an authority on motors I reasoned with him, but could not get him to understand the real position, and as a last resort I told him the best thing he could do would be to get his own traffic to his mills performed by motor. Of course, I knew this was impossible, and I have never heard more about the motors.—*The World's Carrier*.

#### SOME GOOD STABLE LINIMENT.

To make white liniment which has been widely known and used for years, take acetate of lead one ounce, sulphate of zinc six drams and one pint of water.

This prescription has stood the test for many years. It is an antiseptic, cooling, non-irritant, and astringent. It costs little, is applied by the hand, and is safe to use. It is useful for fresh wounds, sore shoulders, sore necks or backs, scratches, mud fever, etc.; in fact, gives good results on any raw surface. In cases of scratches or mud fever, in cold, dry weather, the astringent action may in some cases be too great and cause a tendency for cracks to reopen; hence, in such cases, the dressing should be alternated with an ointment or oil. This lotion also has the effect of checking itchiness, which makes it useful in some skin diseases where there is no raw surface.

A good stimulating liniment is made by combining two fluid ounces of alcohol; two fluid ounces of oil of turpentine; one liquid ounce of liquor ammonia Fortior and water to make one pint.

The addition to this of one-half ounce gum camphor makes a camphorated stimulant liniment, which by many is preferred, but the addition of the camphor does not materially increase its usefulness, but gives to it a pleasant odor.

This liniment differs essentially from the white lotion. It is stimulant and irritant. It is applied by the hand, and, in order to get results, should be applied with smart friction (well rubbed in). It is useful in cases of sprains or bruises, after the acute inflammation has been allayed by heat and soothing applications. In cases of slight enlargements resulting from sprains, bruises or other causes, its application, followed by bandaging, tends to increase the activity of the absorbents and reduce the enlargements. In case bandaging follows its application, care must be taken not to repeat it too often, else it will blister. This liniment will mix with water in all proportions, hence the addition of water will weaken it, which is often advisable, and is indicated by too great an irritation to the skin. The attendant must be the judge of the action required, and make the liniment strong or weak, accordingly. Of course, a liniment of this nature should never be applied to a raw, irritated, tender or acutely inflamed surface, except where the tenderness has been caused by the application of the liniment and a continuation of the irritation is desired to reduce enlargements or allay deep-seated irritation.—*The Horse World*.

#### Will Sell Motor Truck Service.

A large Cincinnati concern, the Fisher Auto & Service Company, proposes to rent commercial vehicle service to business houses on the basis of nine hours a day. The rates are in keeping with the convenience, speed and stability of the machine for horse-drawn vehicles.

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USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY

**A REMARKABLE RUBBER COMPANY.**

The surprising manner in which investors have gobbled up the shares of the new B. F. Goodrich Company, recently underwritten by a New York banking syndicate composed of Goldman, Sachs & Company, Lehman Bros. and Kleinwort Sons & Company, demonstrates the public appreciation of one of the most bonanza rubber propositions in the country. The banking syndicate contracted as part of the reorganization of the Goodrich Company to underwrite \$7,800,000 preferred and \$3,000,000 common stock. Although weeks in advance of the time when public offering would naturally have been made, knowledge that the bankers had this amount of stock led to continued applications with the result that both issues have been so heavily over-applied for that the bankers decided Monday to make allotments and notices to that effect have been sent out.

The preferred was sold at 103½ as, when, and if issued, and is already 106½ bid, while the common, for which subscribers paid \$75 per share, is now quoted 8 bid and 84 asked as, when, and if issued.

The reorganization of the B. F. Goodrich Company is in reality one of the most generous plums which stockholders of any large industrial concern have received in many a day.

The old company had a capitalization of \$16,000,000, consisting of \$6,000,000 preferred and \$10,000,000 common. The reorganization involves an increase in capitalization to \$45,000,000, of which \$15,000,000 is to be preferred and \$30,000,000 common.

Holders of the present \$6,000,000 preferred were offered \$7,200,000 in new preferred or an equal amount in cash. They accepted in every case the new preferred stock.

Naturally the big plum came to the common shareholders. The owners of the present \$10,000,000 common receive \$27,000,000 in new common stock and in addition \$7,800,000 in cash. This cash is provided through sale to the banking syndicate of \$7,800,000 preferred, which in connection with the \$7,-

200,000 offered owners of the old preferred exhausts the full authorized preferred issue of \$15,000,000.

In addition to the \$27,000,000 common issued to old common stockholders, \$3,000,000 was sold to the bankers and by them has been distributed. This makes the full \$30,000,000 common stock.

The old common stock paid dividends of 12 per cent. Of course, the new \$30,000,000 common will pay far less than that amount.

The B. F. Goodrich Company does an annual gross business, based on actual results for 1911, of \$22,000,000. It is popularly regarded as primarily a tire concern and much of its prosperity in the last three of four years has, of course, been founded upon expansion of tire sales. At the same time it is worth noting that the tire department forms less than 40 per cent. of total gross sales. The company is a close second to the Rubber Goods Manufacturing Company and it makes a much larger percentage of profit on its gross business than does its somewhat larger rival.

On the basis of the new capitalization the B. F. Goodrich Company will earn its 7 per cent preferred dividend with a balance for the common of over 7 per cent.

The shares of the company will be listed in due course on the New York Exchange and it is believed the corporation possesses importance enough to expect a fairly broad market for its securities.

**Just As Recommended.**

Cincinnati, Ohio, 2311 Gest St.,  
Dr. B. J. Kendall Co., March 22, 1912.  
Enosburg Falls, Vt.

Gentlemen:—I have been using your Spavin Cure for about six months on my horses on the recommendation of a friend, and I find it will do just as he has told me.

Yours truly, JOE A. RIEMENSCHNEIDER.

The price of a subscription to THE TEAM OWNERS REVIEW for a whole year is only \$1.00.

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## *The Motor Truck and Automobiles*

### **The Motor Truck.**

"Estimates of the number of commercial vehicles in use in the United States at the present time vary all the way from 9,000 to 20,000," says an automobile expert. "Extreme optimists place the number of firms using power-propelled vehicles at 6,000. Whether these figures are correct or not is not material to the point I desire to illustrate.

"If there are not 6,000 firms using motor trucks to-day there will be that number and a great many more than that number in a short time. The proposition is simply this: The motor truck has made good. It has proved its superiority in practically every way to the horse as a means of transporting merchandise. And when you can show a business man that you have something better than he is using, you are pretty apt to interest him. It is upon a foundation of economic operation and progressive results that the truck industry has been developed, and its advancement has been along steady, conservative lines that insure a substantial future."

"Not a little of the credit for the epoch making strides that have characterized the advancement of the commercial vehicle belongs to tire manufacturers, who, realizing the importance of the industry, have drawn liberally upon their producing resources to provide solid tires that would meet requirements. In creating these tires, it has been necessary for the manufacturer to bring into play every bit of expert knowledge at his command, for even the most casual observer must know that the tire problem is one of the most important features of truck operation.

"From my own observations I can say that tire makers have approached this big undertaking with the utmost sincerity. They long have realized that the ultimate stability of the motor truck really rests upon the question of adaptable, service yielding tires. And they have not only been willing but anxious to meet every specified demand of commercial vehicle manufacturers. Producing a practical, de-

mountable tire for the truck is, I believe, one of the most pronounced economy steps that has marked the development of the commercial vehicle. Single tires with demountable features have existed for some time, but it is only recently that a dual demountable tire was placed on the market."—*Express Gazette*.

### **Electric Truck Gives Good Service.**

The American Tool and Machine Company of Boston, Mass., has a one-ton Electric General Vehicle truck in service for six years and two months, having been put into commission by its owners January 30, 1906, and has never been off the road for any repairs, accidents, etc. However, in July, 1911, it went into the paint shop for six days, after which it went on the road again as a brand new vehicle.

During that time of five and a half years and up to the present time, which makes six years in all, the cost of replacements and renewals of gears, sprockets, chains, mechanical repairs of all kinds, tire renewals, battery renewals, etc., was exactly \$1,509. The average mileage that this vehicle made during that period was twenty-five miles per day, this being all that was necessary to perform its duties. Its battery capacity is sufficient to allow the vehicle to make forty-five miles per single battery charge on fairly good roads.

The performance of the vehicle can be summed up as follows:

Total cost of all replacements, maintenance, etc., for six years.....	\$1,509.00
Cost per year .....	251.50
Cost per day (assuming 300 working days per year).....	.8383
Cost per mile .....	.0335

About six days off the road in six years at a total cost for maintenance and upkeep of all kinds, 3.35 per mile is example of this vehicle's performance.

A team owner cannot invest a dollar more profitably in his business, than by buying a subscription to THE TEAM OWNERS REVIEW.

**Motor Truck vs. Horse.**

Intelligent comparisons of horse-drawn and motor-driven trucks have not been easy to obtain, owing to the fact that there is so very little adequate and intelligent information available regarding the real cost of horse-drawn traffic. In view of this the figures which Newton Robertson & Co., grocers, of Hartford, Conn., have compiled comparing the cost of the service of a one-ton motor truck with that of two horse-drawn vehicles for a period of one year are especially interesting for study. The figures as presented by the firm to the motor truck company are as follows:

ANNUAL COST OF HORSE-DRAWN EQUIPMENT.	
Board, two horses at \$20 a month..	\$480.00
Shoeing, two horses at \$3 a month..	72.00
Veterinary .....	25.00
Drivers, two at \$15 a week.....	1,560.00
Depreciation, horses, 20% on \$500..	125.00
Depreciation, wagons, 25% on \$250.	62.50
Depreciation, harnesses, 25% on \$70.	17.50
Interest, 6% on \$820.....	49.20
<b>Total .....</b>	<b>\$2,391.20</b>
ANNUAL COST OF TRUCK.	
Gasoline .....	\$109.20
Oil .....	31.20
Repairs .....	18.00
Driver at \$15 a week.....	780.00
Depreciation, truck, 25% on \$1,350..	337.50
Depreciation, tires, 50% on \$220....	110.00
Interest, 6% on \$1,750.....	94.20
<b>Total .....</b>	<b>\$1,480.00</b>

Balance in favor of truck..... \$911.10

Mr. Robertson states that not only has he saved \$911.10, but has increased his business 66.6 per cent.

**Replacing Horses.**

The replacement of horse cabs by motor cabs in European cities is now so complete that in Berlin, Germany, the horse cabs are to be forbidden the use of the streets. The Berlin Chief of Police has issued an order stating that as horse cabs are so nearly obsolete they

can no longer be allowed to circulate in the city streets after March 31. To compensate the drivers of these cabs for their loss of employment, each is to receive compensation to the amount of 600 marks and encouraged to learn to drive motor cabs. In London the deterioration of horse-cab service under competition of motor cabs is such that a committee is being formed for the relief of indigent cab drivers and the prevention of the use of unfit horses.

**A Motor Truck Parade.**

In emulation of the now well established annual "Work Horse Parade," New York City held a "Motor Truck Parade" on April 13 last. There were some 600 trucks of all sizes and makes in the show. It started at noon at Battery and went up Broadway to One Hundred and Twenty-fifth street. A New York paper speaking of the affair says:

The time will come when a motor truck parade will be a commoner sight in New York than a parade of work horses. But, as this was the first real big gathering of the work horse's gasoline rivals, it was a novelty worth looking at, even though countless thousands did not stop, look and listen as the procession got under way. A faint intermittent drizzle throughout the forenoon made the surface of Broadway a skidder's paradise, if ever there was one, but you did not see much skidding on the part of the trucks on parade. What, with chains and "hob-nailed" solid rubber tires and double rear wheels skidding has gone out of fashion in the motor truck world, and the best vehicles are not doing it this season.

E. W. Curtis, Jr., acted as chief marshal, with C. W. Fletcher and T. A. Aspell assisting as chiefs of divisions. A squad of twenty-five others served as aides. Before the last truck got under way, it was estimated that the head of the procession would be almost to Fourteenth street.

The head of the parade had an escort of mounted police—the only part of the procession that was of the horse, horsey—and right behind them groaned a Fifth Avenue 'bus, its roof seats taxed to their capacity by a very

brass band. It was observed that some of the more frivolous truck chauffeurs tried to beat time with their engines when the band struck up any tune of turkey-trot tempo.

By the time all of the 600 big and little trucks had backed and turned and wheeled into position, the Battery was pretty well fumigated with gasoline and oil smoke. A blast from the 'bus band set all cranks to churning, and the earth shook with the revolutions thereof. From then on it was a steady rumble of machines all along Broadway.

They steered a straight and narrow path up Broadway until they reached the matinee zone. The route veered into Fourth avenue at Twenty-second street and through Twenty-seventh street to Fifth avenue, snaking back into Broadway again at Forty-eighth street.

#### New Express Companies Will Use Trucks.

Tefft & Company, New York City, recently offered for sale stock in the Atlantic Express Company which carried a seven per cent. cumulative dividend. This is a new company which has been formed to conduct a general express and transfer business in New York, Boston and intermediate points of New England. It is proposed to operate a number of large motor trucks on a regular schedule between the bigger cities with smaller vehicles for local delivery service in them. In the formation of this company it was said that 100,000,000 packages of express matter under 50 pounds in weight are handled yearly in New York City producing a revenue of more than \$17,000,000. The new company starts with John J. McDonald as president, William Loeb, Jr., and William McAdoo, directors.

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#### BOOK NOTES.

*Kelly's Directory of Merchants, Manufacturers and Shippers of the World*, 1912. Published by Kelly's Directories, Ltd., London.

This work, the 26th edition of which is just to hand, contains over 3,250 closely printed pages (on the majority of which as many as 400 names are to be found).

Intended for the use of merchants all over the world, the headings throughout are given in English and French, and also in the commercial language of the country to which any particular section refers. The information given relates to nearly 20,000 foreign and colonial cities, and towns, and there are there nearly 1,250,000 trade classifications given under them. The indices give some 150,000 references and are so complete that by the use of the first index the pages relating to any individual place can be ascertained in a moment, and by the use of the "Index to Trades," a merchant carrying on any particular trade in any particular place can be found with equal facility; and this, too, by both the English and the foreign merchant, as the latter has only to make use of the indices to trades given in French, German and Spanish.

The Directory should be of the utmost value to those wishing to increase their foreign trade, as the book is a reliable guide to both the import and export trades of the world, and much information is given in it which is not to be found in any other directory.

The regulations in force with reference to commercial travelers and their samples, which are often both vexatious and onerous, are also fully set out at the commencement of the work.

\*\*\*

*Kelly's Customs Tariffs of the World*, 1912. Published by Kelly's Directories, Ltd., London.

The arrangement of the work is so simple that with the help of the general index and those at the commencement of the different countries, the duty on a particular article levied by any particular country can be ascertained in a moment; it is therefore an invaluable

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The number of new and amended tariffs in the present edition is very considerable, new tariffs having been added for Spain, Venezuela, Paraguay and Peru, whilst those for Sweden, Bulgaria and Servia have been completely remodeled.—*World's Carrier*.

### CORNS ON HORSES.

The small swellings or tumors on the sensitive heel in the triangular space between the bars and the wall of the heel often cause horses great pain. These are found in the fore feet only, and almost always on the inside heel. They are caused most frequently by bad shoeing or from wearing the shoe for too long a time. These growths do not always cause lameness, although, as a rule, they do. They are, however, always sensitive to pressure, and

usually appear as tumors of a hard, corny character. Neglected corns are liable to fester and must then be laid bare by the knife and be poulticed. Neglect of this treatment results in the matter or pus finding its way up through the coronet. Thus quittor may result.

Give the foot a careful dressing by paring the heel, and bathe the corn with a weak carbolic acid solution. After doing this, place a fold of muslin over the corn and then over all a bran and linseed poultice. A complete rest from work, hard roads and shoes should now be given the animal until the corn has entirely disappeared. When the feet are again shod, leather should be used as a protection. Many corn salves are recommended, but unless the corn be removed and the pressure taken from the wound, there can be no cure, even though the tumor is pared away.—*Dr. C. L. Barnes*.

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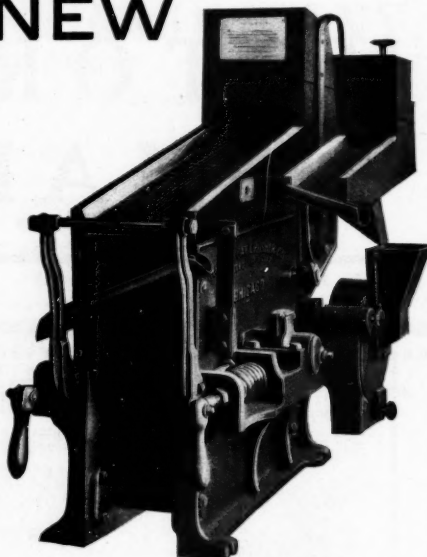
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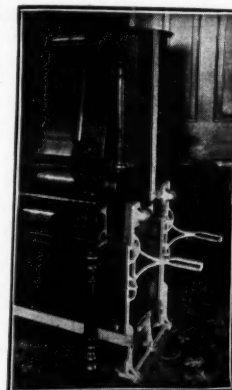
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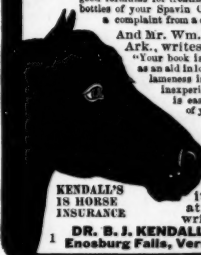
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"I tell my customers to put

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HEELS**

on their horses."

Because I feel then that I've done the best job I can for horse and owner. I've seen many a sore, tender-footed horse led limping into my shop, and, after I've fitted on those Walpole Rubber Heels he'd travel off sound and smooth.

Now that's comfort for the horse and the man who drives him, and it increases the market value of the horse too.

When that horse hits a hard pavement or a macadamized road, Walpole Rubber Heels take up the shock and the horse's whole foot is protected so that nothing can work up into the hoof against bruises and corns.

It's the patent spring steel plate that does it. This takes the place of the old-fashioned bar. It reinforces the whole heel which is made of high grade rubber. This means longer wear.

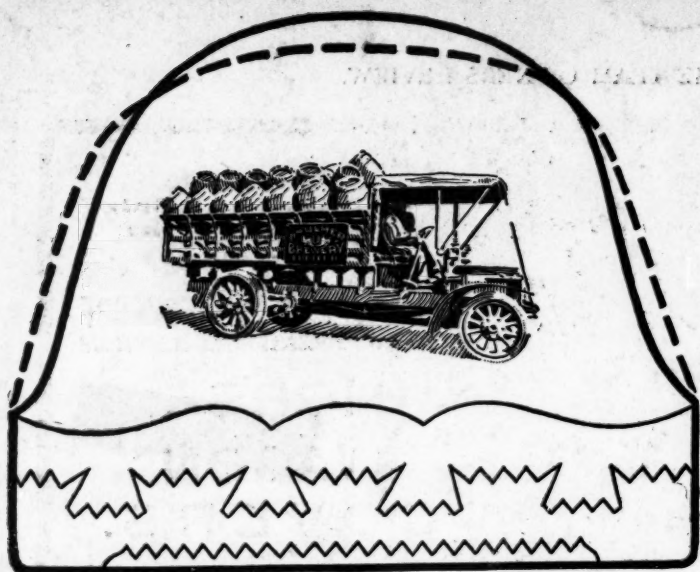
The Walpole Heel is better than any other hoof pad because I've never seen it get floppy and useless after getting wet, as some of the pads do. It's lighter than a bar shoe, and I can regulate it according to the horse's foot so that it will relieve soreness or tenderness every time.

I find the Walpole sells pretty nearly on sight and, after a man has once used it on his horse, he can't be satisfied with anything else. I've seen some blacksmiths try to get a customer away from me, but the only way they can do it is to use Walpoles too. And I tell every one of my customers that no matter whether I shoe their horses, or some one else does, they ought to insist on Walpole Heels

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You are blinding yourself to a big item of possible tire cost if you do not consider the construction of the base. Two tires of different makes may each run 10,000 miles and yet one will cost much more per mile than the other.

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